

## ICT Presales Director

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Location: Riyadh

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An organisation is searching for an ICT Presales Director, please see some of their job details below.

### Job Details

Lead and mentor a team of presales professionals, providing guidance and support to achieve sales targets and objectives.

Supervise the performance of the Presale function and continuously improve quality of deliverables and ensure well utilization and balance of resources.

opportunities while tracking the win/loss rate and improve it.

Collaborate with product development and marketing teams to stay updated on new products and features, ensuring a comprehensive understanding of the telecom offerings of the employer institute.

Develop and maintain strong relationships with key clients, understanding their business requirements, and presenting tailored solutions to them

Able to deal with complex ICT solutions and building comprehensive proposal that should lead to the development of compelling proposals, presentations, and demonstrations to showcase the value proposition of the proposed services and

solutions.

Understand the market eco system and who are the important players (from the Vendors, Distributors & suppliers) that could play an important role in meeting every customer requirement.

Preferably to have key relations with markets player that could help in striking alignments quicker.

Able to smartly lobby and create alliances to increase chances of winning and revenue generation

Able to convert customer challenges to opportunities and create solution and potential business for the employer institute and output that by writing up a detailed and ultimate scope of work that is compliant with customer asks and in the same time increases the chances of winning for the employer.

Stay informed about industry trends, competitor activities, and emerging technologies to provide strategic insights and recommendations.

Work closely with sales, product, and technical teams to ensure a seamless transition from presales to post-sales activities.

## **Requirements**

Bachelor's degree in a relevant field; MBA or advanced degree is a plus.

15 years of proven experience in presales within the IT & telecommunications industry.

Strong understanding of IT & telecom products, services, and industry trends.

Excellent leadership and team management skills with the ability to inspire and motivate a high-performing team.

Exceptional communication and presentation skills, both written and verbal.

Strategic thinking and the ability to develop innovative solutions to meet client needs.

Results-oriented mindset with a focus on achieving and exceeding sales targets.

Financial understanding (profitability, EBTIDA, Amortization, Depreciation, NPV, IRR, etc)

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